COULOMB & JOULE RISK MANAGEMENT (CJRM) LLC

CJRM CONSULTING PARTNER INITIATIVE (CPI)

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WHO WE ARE – EMERGING CONSULTING & ENGINEERING FIRM FOCUSED ON GROWTH & TRANSFORMATION!

Established in 2016, Coulomb & Joule Risk Management LLC (CJRM) is a Construction Professional Services firm, with head office in Manhattan NYC and a regional office in Union NJ. We provide Consulting and Engineering Services for public and private sector capital construction projects. Our Public Works Division is focused on infrastructure construction including construction of Bridges and Roadways, Subways and Track, Public Utilities (Sewer/Water), Institutional Facilities etc. Our Private Sector Division is focused on Major Building Construction, including commercial and residential. Under the leadership of the founder CJRM has sustained growth to include infrastructure projects in New York and New Jersey, with a national growth strategy.

WHAT WE DO - EMERGING LEADER IN CONSTRUCTION CONSULTING & ENGINEERING SERVICES!

CJRM specializes in Site Safety & Industrial Hygiene, Environmental Testing & Program Management & Construction Management. Our Business Development leads partner with Design-Build Firms, Prime Contractors, General Contractors & Project Leaders prior to project bidding, upon being the successful low bidder, our clients call upon us to perform the scope(s) that were submitted in the proposal. Our BD department also generates new business from maintaining contact and building new relationships with Project Executives, Project/Program Managers, Safety Directors, Estimators, Business Development Managers etc.

CONSULTING PARTNER INITIATIVE (CPI) – WHAT YOU WILL DO!

CJRM'S strategic growth and business transformation requires talented and experienced professionals who are passionate and empathic leaders to join the firm as Business Development Managers. These opportunities will be best suited for mid-executive level construction professionals across 5 Northeast States (NY, NJ, PA, CT, & MA). After the onboarding process under the CPI, you will perform business outreach to existing and new Design-Build Firms, Prime Contractors, General Contractors & Project Leaders, including those in your professional networks, using CJRM's presentations and marketing materials, representing CJRM as a Consultant. CJRM will provide you with a framework, tools and proprietary information that will maximize your chances for a subcontract award.

CJRM MISSION

ENSURE THE NEEDS OF THE CLIENTS AND THE MARKET REMAIN AT THE HEART OF OUR BUSINESS. WE WILL ALWAYS LISTEN TO THE NEEDS OF THE CLIENT AND THE MARKET, AND RESPOND WITH INNOVATIVE, FLEXIBLE, AND TAILORED SOLUTIONS, FOR THE BEST MARKET PRICE.

CIRM VISION:

TO PROVIDE VALUE TO OUR CLIENTS BY MEETING AND EXCEEDING EXPECTATIONS. FOSTER AN INNOVATIVE AND GROWTH-ORIENTED CULTURE WITHIN THE FIRM AND REMAIN RESOLUTE THAT THE FIRM'S STRENGTH LIES WITHIN THE COMBINED COMMITMENT OF THE EMPLOYEES. INVEST IN THE DEVELOPMENT AND WELFARE OF OUR PEOPLE, AND ASSURE ENABLEMENT AND DIRECTION TOWARDS GROWTH, HEALTH AND WELLNESS AND EMPATHIC LEADERSHIP. STRIVE TO ALWAYS INNOVATE FOR A BETTER WAY AND FIND OUR WAY TO INDUSTRY LEADER.



CJRM CONSULTING PARTNER INITIATIVE (CPI) CPI REQUIREMENTS - Q1 - Q4 **SUCCESS COMPENSATION STRUCTURE** BD: **Partnership Vision** Prospection Research. Passive & Active Network Evaluation & Outreach. **PROFIT SHARING** Income Access & Monitor Public & Private Contract Solicitations. CJRM **Contract Annual** Overhead Partner Build & Maintain Relationships. Revenue (After Labor) Fee Perform Business Outreach, Up to \$50k 1/2 1/4 1/4 Submit Price Quotes and Proposals. \$50k-\$100k Follow up with successful low \$100k-\$300k 1/3 1/3 1/3 bidders. Negotiate Rates and Contracts \$300k-\$500k Contract Signing & \$500k & Above Award. **GROWTH STRATEGY:** Grow Your Active Contracts Portfolio Value. Increase Active and/or Passive Earning. Maximize & Prioritize Client Relations, Reputation & Trust. Do the Work, Walk the Talk & Go the Extra Mile for the client. **Local Operation:** Marketing & Advertisement: Client Meetings, Pre-bid Meetings & Diversity Events. Marketing Tools & Outreach Plan Development. Conferences and other Business Development Events. Business Calls, Representation and Advocacy. Firm is a Certified Minority Business (NYS, Drafting & Submission of requests for EOI, RFP, RFQ, NYC, NJ, PANYNJ, NYC SCA & DOT DBE). Quotes etc.

Field Excellence - People & Mobilization

Sales Performance